

Message Text

UNCLASSIFIED

PAGE 01 JIDDA 07445 090610Z

11

ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 H-02 /020 W

----- 066899

R 090535Z NOV 75

FM AMEMBASSY JIDDA

TO SECSTATE WASHDC 2826

INFO AMEMBASSY KUWAIT

AMEMBASSY TEHRAN

USINT BAGHDAD POUCH

UNCLAS JIDDA 7445

E.O. 11652: N/A

TAGS: BTRA

SUBJECT: BUSINESS TRIP OF JACK N. STUART: CONGRESSIONAL INTEREST

REF: A. STATE 247084; B) KUWAIT 4337

SUMMARY: STUART VISIT TO SAUDI ARABIA MAY BE CHARACTERIZED AS A FISHING TRIP THAT RESULTED IN SEVERAL BITES, BUT LITTLE TO CARRY HOME EXCEPT THE VALUABLE EXPERIENCE OF A FIRST TIME EXPOSURE TO THE SAUDI WAY OF DOING BUSINESS. END SUMMARY

1. MR. STUART BEGAN HIS VISIT TO SAUDI ARABIA WITH A CALL ON EMBASSY OFFICIALS IN JIDDA. AFTER A LENGTHY DISCUSSION OF HIS PROPOSALS WITH COMMERCIAL OFFICER, STUART PRESENTED HIS IDEAS AND DREW COMMENTS AND ADVICE FROM DCM. STUART WAS ADVISED THAT SAG WAS BEST AUDIENCE FOR HIS PROPOSALS, ALTHOUGH THERE WERE SEVERAL JIDDA-BASED AGRI-BUSINESS FIRMS WHICH MAY SHOW AN INTEREST. SUBSEQUENT CALLS TO THESE AND OTHER FIRMS WERE UNSUCCESSFUL IN YIELDING APPOINTMENTS.

2. EMBASSY TRANSLATED STUART'S PORPOSAL INTO ARABIC, ASSISTED WITH PLANE TICKETS, AND, IN GENERAL, ACCORDED STUART MORE TIME COURTESIES THAN USUAL FOR VISITING BUSINESSMEN. EMBASSY WOULD LIKE TO RE-EMPHASIZE STANDING POLICY OF NOT PROVIDING SECRETARIAL SERVICES, TRAVEL ASSISTANCE, OR OTHER TIME-CONSUMING SERVICES WHICH CAN BE UNCLASSIFIED

UNCLASSIFIED

PAGE 02 JIDDA 07445 090610Z

OBTAINED COMMERCIALLY. STUART STARTED AND FINISHED HIS

BRIEF STAY BY DROPPING NAMES, CITING PROMISES FROM CAGNE-USDOC FOR A VARIETY OF SERVICES, AND CASTIGATING OFFICERS IN THE FIELD FOR ALLEGED LACK OF COOPERATION ACCORDED TO VISITING MISSISSIPPI TRADE MISSION RECENTLY.

3. USIS RIYADH PROVIDED FACILITATIVE ASSISTANCE FOR MR. STUART DURING HIS VISIT TO THE SAUDI CAPITAL. SERVICES RENDERED INCLUDED INTRODUCING HIM TO RESPONSIBLE SAUDI AND EXPATRIATE AGRICULTURAL OFFICIALS, BOTH IN THE PUBLIC AND PRIVATE SECTORS, ASSISTING HIM IN SECURING PRIVATE TRANSPORTATION, AND HAVING THE SENIOR CULTURAL ASSISTANT ACCOMPANY HIM ON HIS SEVERAL VISITS TO SERVE AS INTERPRETER AND TO MAKE INTRODUCTIONS.

4. MR. STUART WAS INTRODUCED TO OR PUT IN CONTACT WITH DR. ABDUL RAHMAN AL ASH-SHEIKH, A MEMBER OF THE BOARD OF DIRECTORS OF THE SAUDI ARABIAN AGBANK, MR. IZZAT H. AL-ALI, MANAGING DIRECTOR OF THE AGBANK, MR. MOHAMMAD ABDALLA SHABANAT, DEPUTY MANAGER, AND MR. HUSSEIN ABU BAKR KADI, TECHNICAL ADVISOR. IN ADDITION, HE MET WITH EXPATRIATE ADVISORS TO THE MINISTRY OF AGRICULTURE, A SAUDI BUSINESSMAN INTERESTED IN GOING INTO THE POULTRY BUSINESS, AND THE MANAGER OF THE POULTRY FARM AT AL-KHARJ.

5. AS A RESULT OF HIS VARIOUS CONVERSATIONS, HE WAS ABLE TO GAIN A PRELIMINARY PERSPECTIVE OF (1) REQUIREMENTS FOR JOINT VENTURES, (2) THE FINANCIAL REQUIREMENTS IN A CAPITAL INTENSIVE PRODUCTION ENVIRONMENT, AND (3) THE STATE OF TECHNOLOGY, METHODS OF MANAGEMENT, SOURCES OF SUPPLIES, AND MARKET POTENTIAL OF AN EXISTING POULTRY OPERATION.

6. MR. STUART WAS UNABLE TO ELICIT MUCH RESPONSE FROM THE SAUDIS ON HIS PROPOSALS BECAUSE (A) THEY HAD NO PRIOR KNOWLEDGE OF HIS EXPERIENCE IN THE FIELD; (B) THE SAUDI AGRICULTURAL TRAINING PROGRAMS ARE ALREADY WORKING CLOSELY WITH SEVERAL U.S. UNIVERSITIES; (C) THE AGRIBUSINESS FIRMS ARE LIMITED IN SCOPE AT THE PRESENT TIME, ALTHOUGH THEY ARE BEGINNING TO BE MORE RECEPTIVE TO DEVELOPMENT PROPOSALS FROM FOREIGN FIRMS AND INDIVIDUALS, AND (D) THE SAUDIS ARE CAUTIOUS WITH THEIR CAPITAL, PRE-UNCLASSIFIED

UNCLASSIFIED

PAGE 03 JIDDA 07445 090610Z

FERRING TO KNOW THE PRODUCT AND ITS POTENTIAL BEFORE INVESTING.
AKINS

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 09 NOV 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975JIDDA07445
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750389-0909
From: JIDDA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19751161/aaaacdbh.tel
Line Count: 110
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 STATE 247084, 75 KUWAIT 4337
Review Action: RELEASED, APPROVED
Review Authority: buchant0
Review Comment: n/a
Review Content Flags:
Review Date: 15 SEP 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <15 SEP 2003 by chicheje>; APPROVED <23 FEB 2004 by buchant0>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: BUSINESS TRIP OF JACK N. STUART: CONGRESSIONAL INTEREST
TAGS: BTRA
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006